

# International Maritime University


## Next-Generation Global Maritime Education Platform

### Genesis & Validation

A project with a proven legacy & strong foundation

- Roots in International Consensus:
  - Based on the approved project 'International Maritime Academy of the International Chamber of Commerce', endorsed by the ICC Maritime Transport Commission in Paris. June 28, 2012.
- Tangible Launch and Development:
  - The Admiral Ushakov Maritime Institute was established in August 2015 as a startup for this initiative, through the reorganization of the Maritime Institute of Postgraduate Education.





# Genesis & Validation

- Backed by Authoritative Research:
  - The need for the IMU is validated by extensive research conducted by the Maritime Administrative Commission of the Ukrainian National Committee of the International Chamber of Commerce.
  - The Maritime Administrative Commission has been analyzing the global maritime industry landscape since December 2011, ensuring the IMU addresses truly global and relevant industry needs.



## Executive Summary

- Establishment of a next-generation maritime education platform
- Compliance: STCW, IMO, EQF, ESG, ISO 9001
- Jurisdictional flexibility (US + offshore)
- Joint degrees with universities in USA, EU, UK, AU, NO, GCC
- Benefits: leadership in maritime education, accessibility, scalability to 3,000+ students

## Global Maritime Industry - Market Opportunity

- 8–12 million people employed in maritime sectors worldwide
- Shortage of 280,000–350,000 specialists by 2030 (IMO, UNCTAD)
- Key suppliers of seafarers: Ukraine, India, Philippines, Africa, Latin America, GCC
- IMU addresses certification and training needs globally

## Innovation & Unique Value

- Proprietary IRDVS platform with AI, VR, AR, IoT
- Web3/NFT diplomas + SBT skills (dynamic qualifications)
- DAO-based education governance (world's first)
- Learn-to-Earn model incentivizing seafarers
- Multilingual interface: EN, FR, ES, PT, UA, etc.



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## Academic Model

- Blended learning: online theory + in-person practice at partner CoC centers
- Full STCW-78 compliance
- From short courses to PhD and MBA/EMBA
- Programs: Navigation, Engineering, Green Tech, Digitalization, Law
- Joint degrees and academic mobility with partner universities

## Implementation & Global Reach

- Local training hubs under franchise model
- Regional focus: Ukraine, Moldova, Georgia, India, Philippines, Africa, GCC
- Scaling potential: 3,000 students within first 24 months
- Global alumni database and crew management system

## Financial Model & Investment

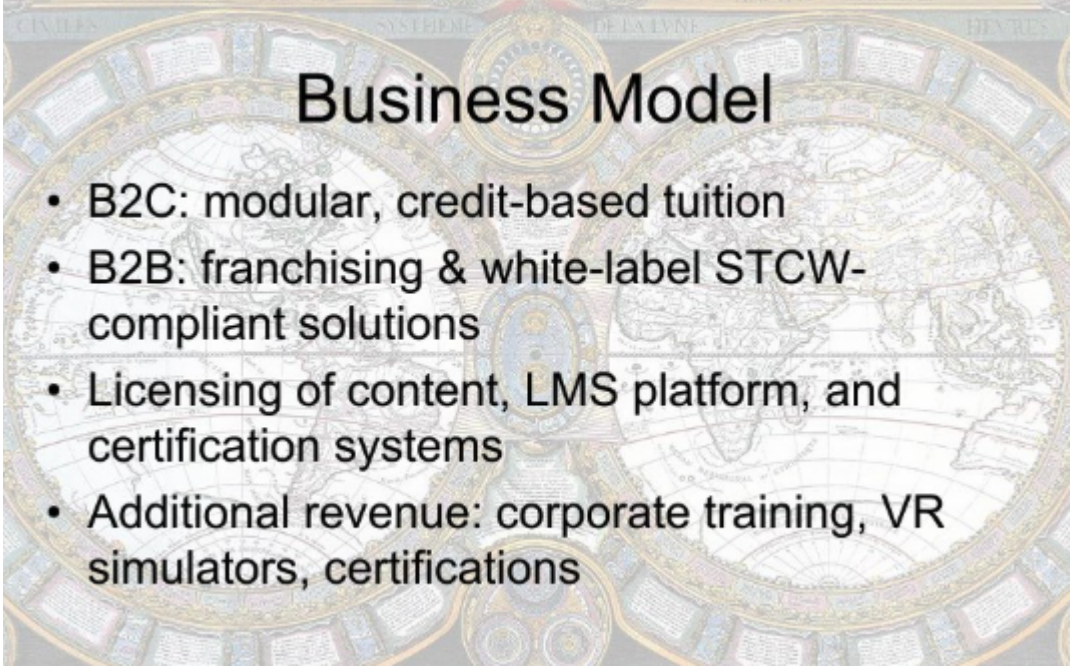
**Project Launch: €3,000,000**

### **Pie Chart: Investment Distribution**

- Platform & Tech Development: €600,000 (20%)
- Curriculum & Content: €400,000 (13%)
- Partnerships (Unis, CoC Centers): €500,000 (17%)
- Marketing & Go-to-Market: €500,000 (17%)
- Legal Structuring: €200,000 (7%)
- Administrative Costs: €600,000 (20%)
- Reserve: €200,000 (7%)


**Profit Forecast:** ≈ €240 million/year at full operational capacity.





## Business Model

- B2C: modular, credit-based tuition
- B2B: franchising & white-label STCW-compliant solutions
- Licensing of content, LMS platform, and certification systems
- Additional revenue: corporate training, VR simulators, certifications



## Alignment with UN SDGs

- SDG 4: Quality Education
- SDG 8: Decent Work & Economic Growth
- SDG 9: Industry, Innovation & Infrastructure
- SDG 10: Reduced Inequalities
- SDG 17: Partnerships for the Goals

The background of the slide is a detailed historical world map, likely from the 17th or 18th century. It features a circular projection with various geographical details, including continents, oceans, and a grid of latitude and longitude lines. The map is surrounded by decorative elements, including figures in classical attire and text in Latin and Dutch. The title 'NOVA ET ACCURATISSIMA TABULA' is visible in the top left, and 'WERELT KARTEN' is in the top right. The map is set against a light blue sky with clouds and a sunburst at the top center.

# Call to Action

We invite investors and partners to join IMU:

- As a co-founder
- As a strategic partner
- As an investor
- Be part of a global maritime education transformation.





## Team & Experience

- Technological: Experts in AI, VR, maritime automation.
- Academic: Leaders in maritime education for standard adaptation.
- Industrial: Shipowners, logistics companies for IoT data.
- Associated: Admiral Ushakov Maritime Institute as a testbed for the platform.

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- Author / Head / Coordinator of the International Maritime University project
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